

**Art Van Furniture**

June 19, 2006

Hon. Bill Huizenga  
Chairman, House Commerce Committee  
House Office Building  
124 N. Capitol  
Lansing MI 48933

Statement of Art Van Furniture, Inc. in support of HB No. 6213

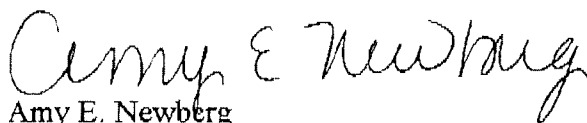
Dear Representative Huizenga and Members of House Commerce Committee:

Art Van Furniture is a furniture retailer which operates 29 retail stores, all of which are in Michigan. We are proud to provide jobs for over 3000 employees. Over 1000 of our employees are commissioned salespeople whose average annual income is approximately \$40,000.

Art Van Furniture is able to provide so many well-paying jobs by employing a payment structure contained in the federal Fair Labor Standards Act. That method is performance based. It benefits the salespeople because their earning potential is virtually unlimited. The company benefits by avoiding the uncertainty of overtime wages. Given that Art Van's salespeople are already guaranteed income that exceeds Michigan's new minimum wage, the complexity of adjusting its payment structure to hourly rates and overtime would serve no purpose.

We urge you to take immediate action to pass HB No. 6213. Thank you.

Very truly yours,

  
Amy E. Newberg  
Corporate Counsel